



## ***Challenge***

Banks like most organisations face agonizing decisions to upgrade or replace their application systems, and even more so now with radical changes in compliance and regulatory upheaval. Another constant driver is the vendor-imposed upgrades due to release support schedules and functionality changes.

## ***Rising to the Challenge***

Making the decision to upgrade or change to a better fitting solution with the least impact to the business in the most efficient manner.

## ***How we Assist***

We assist your organisation in the decision process with our independent and objective Selection and **Procurement Service**. We assist you in making the complex upgrade/replace decisions by using the PLC Partners framework that takes into account the return on investment, business benefits, risk avoidance, and flexibility.

The Procurement Service identifies the most suitable solution and matches your current and future requirements to a practical and cost effective solution, through a rigorous analysis and if required procurement process.

Our framework approach focuses on matching business requirements of the Bank to a practical technological solution and if that requires; identifying a short list of suitable vendors, generating a detailed set of requirements for inclusion in a RFP, rapidly and objectively assessing vendor responses, identifying and recommending a suitable candidate vendor, and assisting with contractual elements that require attention pre-signing.

## ***Benefits***

PLC Partners has a proven track record in undertaking full procurement exercises for a range of Financial Institutions and have a detailed knowledge of the available options. We are in a position to use this experience to offer a “packaged” and cost effective approach.